

Juan Pablo Coronel Hamilton

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Professional Summary

Results-driven, bilingual Sales Professional with expertise in international sales strategies, client relationship management, and market expansion. Proven success in negotiating contracts, identifying growth opportunities, and representing companies at global trade shows. Adept at market analysis, pricing models, and driving revenue growth. Proficient in Excel, PowerPoint, and AS 400.

Key Skills

- **International Sales & Business Development**
 - **Market Research & Competitive Analysis**
 - **Contract Negotiation & Pricing Models**
 - **Client Relationship Management**
 - **Trade Show Representation**
 - **Organizational & Time Management**
 - **Microsoft Office Suite | AS 400 | CRM Software**
 - **Bilingual:** Spanish & English
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Professional Experience

International Sales Executive

Frigolandia S.A., Guayaquil, GYE | 05/2022 – Present

- Developed and implemented international sales strategies to expand market presence and drive revenue growth.
- Conducted market research, identified customer needs, and negotiated contracts with international partners.
- Represented the company at **11 global trade shows** in Spain (Vigo, Barcelona), China (Qingdao, Shanghai, Zhanjiang), and the USA (Boston), strengthening global partnerships.
- Generated leads through cold calls, emails, and networking, increasing client acquisition.
- Delivered proposals, pricing models, and presentations to decision-makers to close deals.

Accounting Associate

AFP CAPITAL, Guayaquil, GYE | 05/2019 – 08/2019

- Managed accounts receivable, invoicing, and general ledger entries, ensuring accuracy and compliance.
 - Reduced discrepancies through meticulous financial documentation and reporting.
 - Assisted in preparing cash flow forecasts and managing banking transactions, including wires and transfers.
 - Supported foreign exchange activities and improved treasury process efficiency.
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Education

Bachelor of Arts: Business Management

University of North Alabama, Alabama | Graduated 12/2023

Some College: Economics

Florida State University, Tallahassee

Some College: Business Management

Broward College, Guayaquil, Ecuador